



POLK COUNTY DENTAL ASSOCIATION

AN AFFILIATE OF THE WEST COAST DISTRICT,
AMERICAN & FLORIDA DENTAL ASSOCIATIONS

Polk County Dental Association
Innovative Growth Strategies—Finding
Your Competitive Advantage
Joseph Stith, Director of Business Mgmt
Tuesday, August 16, 2022

This is a fun, fast-paced, high-energy course that will inspire you to change. You will learn proven innovative approaches to leadership that will transform your practice into a highly desired workplace destination. Practice growth by any definition is only sustainable with sound leadership built on high levels of trust and solid relationships with people –both with your team and your patients.

Course Objectives

- Learn how to reduce common pain points in all aspects of practice management.
- Address critical growth strategies needed in challenging economic times.
- Essential skills for attracting, building, and retaining a High-Performance Work Team.
- Learn how to transform your team culture and convert your vision into motivation.
- Explore advanced leadership concepts with realistic methods for implementation.

Joseph Stith is the Director of Business Development at WEO Media with a passion for helping dentists succeed since beginning his career in 1984 as a Practice Growth and Development Coach. His increased interest in digital marketing on his client’s behalf led him to champion WEO Media 10 years ago. Joseph is a former U.S. Marine Corps Drill Instructor and enjoys speaking on cutting-edge leadership skills and concepts he’s developed in over 3 decades of coaching dentists and their teams. Joseph is also a strong advocate for the Arbinger Institute for which he is a certified facilitator. He attended BYU, National University and the University of Hawaii and resides in South Jordan, Utah.



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Please RSVP with Tisha Talbot @ pcedaemail@gmail.com The meeting will be held at Grasslands Golf & Country Club, 1600 Grasslands Blvd., Lakeland, 33801. Cocktail hour starts @ 6 p.m. and dinner starts @ 6:30 p.m. The presentation will start at 7 p.m.